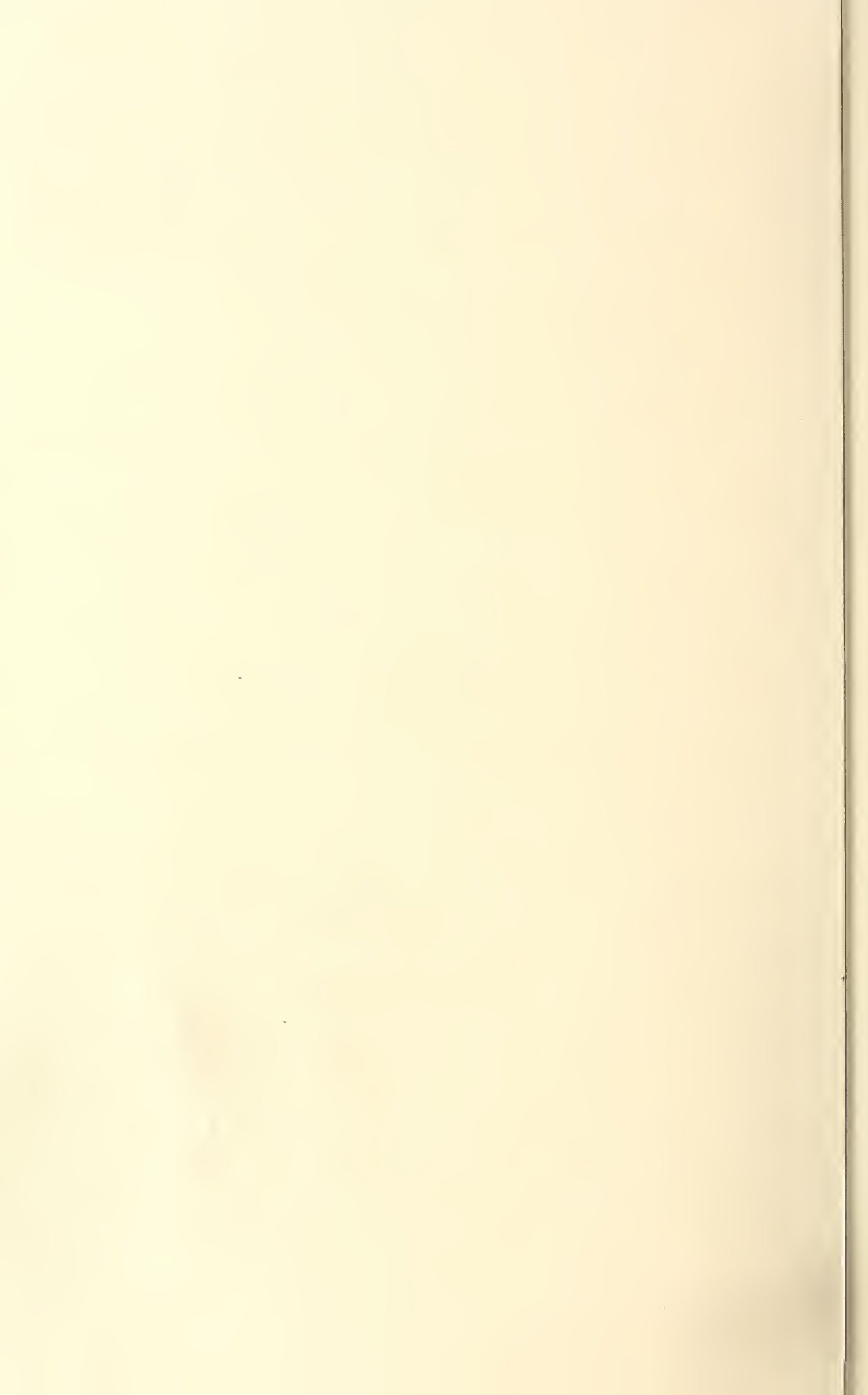


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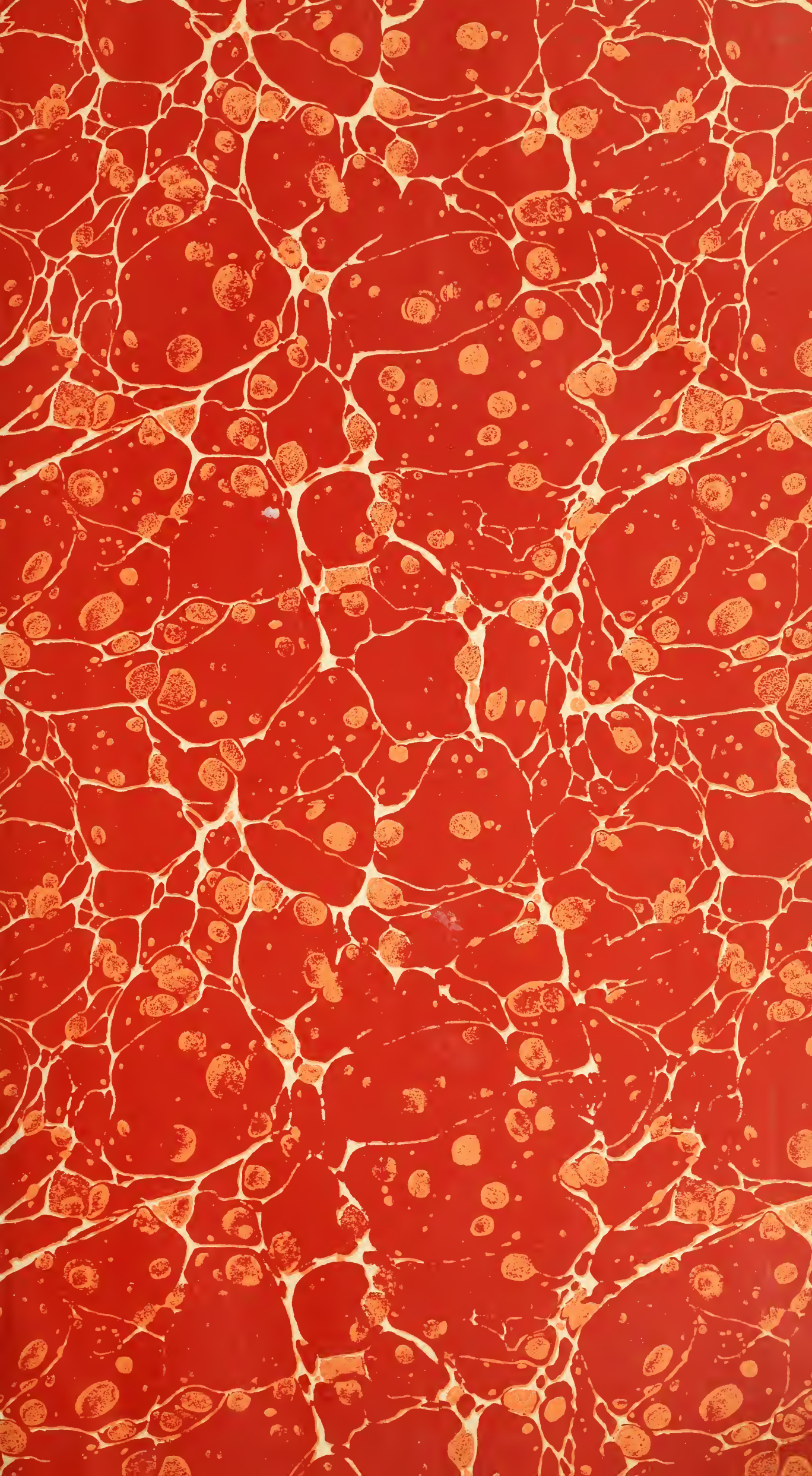


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U. S. DEPARTMENT OF AGRICULTURE  
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REQUIREMENTS FOR EXPORTING LIVE  
STOCK TO SOUTH AMERICA.

The exportation of live stock to foreign countries is a matter with which comparatively few breeders have had experience and consequently most of them hesitate to quote prices for delivery outside the United States. Despite that fact there is a constantly growing interest on the part of breeders in this country in the matter of developing a foreign outlet for our surplus pure bred live stock. For obvious reasons this interest centers largely on the various South American countries. The United States Department of Agriculture has at different times sent several investigators to South America to look into the possibilities of increased trade in live stock with those countries.

Within the past year several official delegations and numerous private individuals from Latin American countries have visited the United States for the purpose of inspecting our pure bred herds. On February 15 Mr. D. S. Fullock, representing the United States Department of Agriculture, arrived in Buenos Aires where he will open permanent offices and act as Agricultural Trade Commissioner.

Export Business of Increasing Importance.

As a result of these efforts on the part of the department in cooperation with the various breed associations and other interested organizations and individuals, our trade in live stock with South America amounted, during the year 1920, to nearly \$700,000.

In connection with such export business a number of problems arise. Certain machinery is involved and numerous details must be given attention if the exporter would avoid serious losses due to delays, overcharges and misdirection. Even minimum charges are usually high and one should take advantage of all the short cuts possible. The following suggestions may be found helpful by those contemplating such exportations:

1. Every Exporter Must Observe These Points

1. Decide on the number of animals to be sent and time at which the



shipment is to be made.

2. Decide the size of pen or stall necessary to accommodate each animal. The size required by the Quarantine Division of the United States Department of Agriculture is 30 inches wide, 8 feet long, and 6 feet high. This stall is often found too small for very large mature animals. Unless the dimensions are specifically stated the contractor at the port of embarkation will make his estimates on the basis of the regulation stall. To avoid misunderstandings exact dimensions of the stalls should be specified, always having in mind the minimum which will fulfill government requirements.

3. Write to Steamship Company relative to the following:

- (a) Space on board the ship.
- (b) Date and hour of sailing.
- (c) Port from which boat will sail.
- (d) Cost of water freight.
- (e) Cost of stalls and necessary arrangements to assure them being ready on the boat when the cattle arrive at the port.
- (f) Number of men permitted to go as attendants and whether or not they will be allowed free return passage.
- (g) When attendants will be required to return.
- (h) Number of days animals should be in port before being loaded.

4. Insurance. Live stock may be insured in two ways.

- (a) Animals may be insured from point of origin in the United States to their arrival on board ship at one rate and while on board at another. Marine insurance applies only while the animals are actually on board the boat. If both these forms of insurance are used, the animal may be insured against death from any cause and at a minimum rate. However, the animal is not insured while going through the quarantine period in the foreign country, nor does the policy cover loss due to the animals being slaughtered because of reaction to the tuberculin test.
- (b) Animals may be insured for the number of days required from the point of origin in the United States through the 30 day quarantine period at destination in the foreign country. This policy is more expensive, amounting to 8 per cent of the value on heifers and 9 per cent on bulls, but may be made to cover loss on account of slaughter due to reaction to a tuberculin test. Most policies read as follows: "Insured against loss from death from any cause including tuberculosis." This, however, does not cover the matter of slaughter due to reaction to a tuberculin test because an animal may react but not die. Different insurance companies vary somewhat in their charges, but the approximate cost with the first named policy is 2 per cent in the United States and about  $4\frac{1}{2}$  per cent of the value of the animal while on the water.





Animals Must Have Clean Bill of Health.

5. Have animals tested for tuberculosis. As soon as shipment is booked with a Steamship Company and the animals have been tested, notify the Quarantine Division of the Department of Agriculture at Washington, giving the port from which the animals are to be shipped, together with the date, in order that a general health certificate issued by the Secretary of Agriculture may be forwarded to the port inspector. This will be given to the exporter as soon as the animals are ready to be shipped. Hogs exported to Argentina should come from an area where there has been no hog cholera within a radius of 5 miles for six months. (This law is expected to be repealed very soon.)

6. The registration, service, transfer and export certificates should be sent to the office of the Record Association as soon as practicable because all such documents must be signed in ink (no rubber stamp signature will be accepted) by the secretary as soon as possible.

7. All papers must be legalized by the Consul in the United States representing the country into which the animal is to be shipped.

Hogs Must Carry Ear Marks

8. All cattle and sheep and all hogs except black ones must carry a tattoo number in the ear corresponding to a number (not registration number) on the registration certificate. In other words, the tattoo number in the ear must be transferred to the registration certificate. If the animal has a tattoo number in the ear, or if the Record Association requires that a certain number be placed in the ear, then the request for the numbers should be made when the certificates are sent in to be signed in ink.

If your Record Association in the United States does not require tattoo numbers to be used in a certain way then a hard number may be used by the owner of the animal. Black hogs may be marked by cutting notches in their ears which correspond to a definite marking system. A small photograph of the animals going to Argentina, Brazil, or Colombia must be taken and pasted on the back of the registration certificate in order to accurately identify the animal.

9. Get proper shipping instructions from the Steamship Company. If animals are sent by express and are to be en route a number of days before reaching the port, feed should be placed on the crate with definite instructions of how and when to feed, stenciled on the side of the crate. For example,





"Please give water and (number) double handfuls of feed every morning and evening." If this is done expressmen will usually give the animals proper care. If a number of animals are being sent so that the quantity of feed is an important consideration the following suggestions are given:

First, learn the price and quality of feed (grain and hay) and bedding you can have delivered on the boat at port of embarkation.

Second, learn the price and cost of delivery on boat of feed when it accompanies the shipment of animals.

Third, where state or Federal laws are in effect also, buy feed according to certain specified grades. Usually it has been found to be more satisfactory, on account of bad feed, poor deliveries, and high prices, to have the feed and bedding accompany the shipment of animals. However, the high freight rates at this time increase the cost of feed delivered at the port very much more than it formerly did.

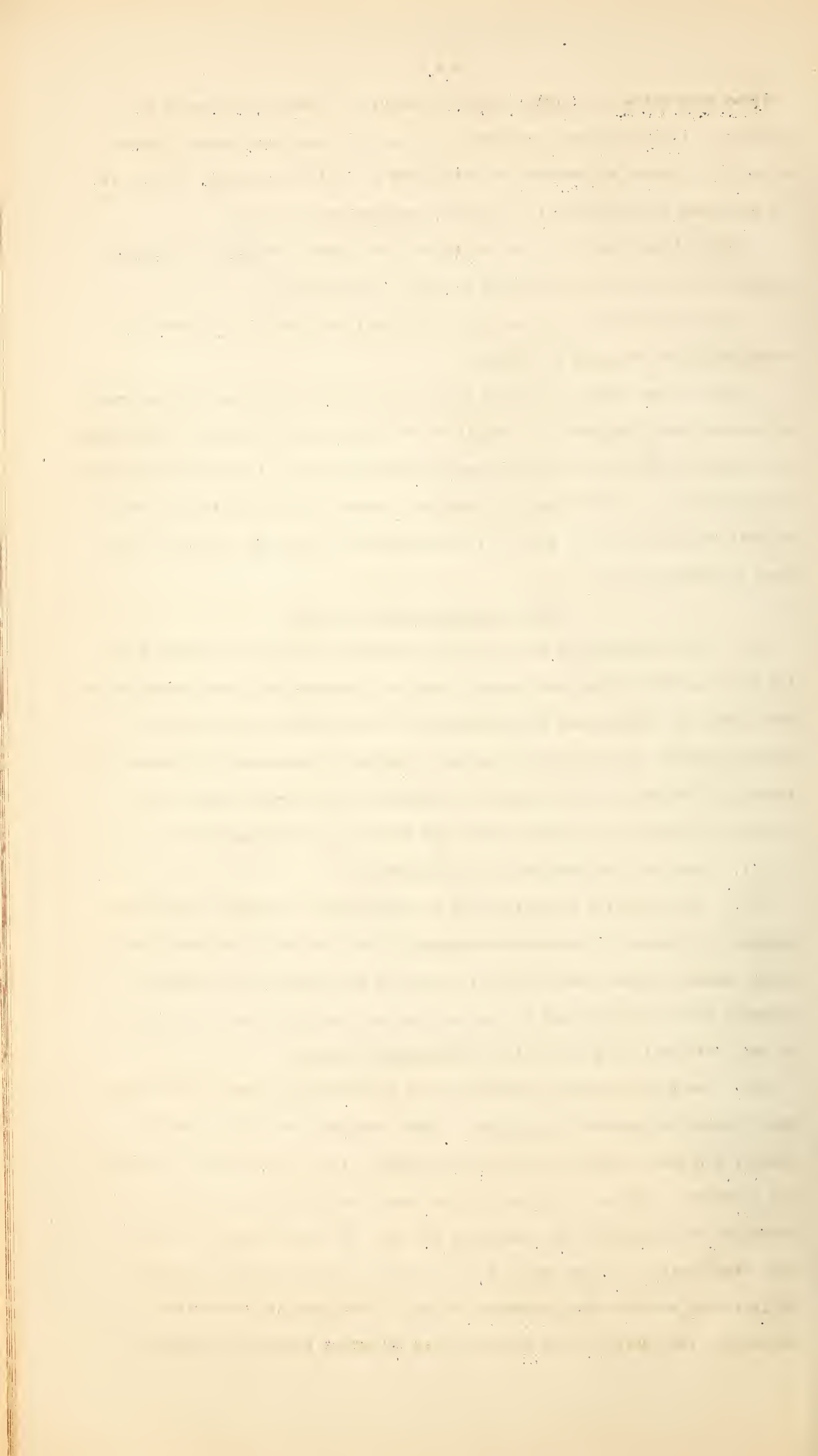
Avoid Transfer Costs to Boat.

10. When shipping to New York it is advisable to bill the shipment to the boat instead of the stock yards. This will prevent any extra charge which may occur for lighters and tugs necessary for transporting the feed and animals from the stock yards to the boat. Definite arrangements regarding the loading of animals and feed should be made with the railroad company over which the animals are shipped, before the animals leave the point of origin.

11. Arrange for passports for attendants.

12. It is usually advisable when a large number of animals are being shipped, to procure all necessary equipment such as halters, buckets, feed boxes, combs, brushes, medicines, etc., before the animals leave home or assembly point. In New York deliveries are very uncertain and sometimes it is very difficult to get the kind of equipment desired.

13. As soon as animals arrive at port call at the office of the Steamship Company and present all papers. Secure from the live stock port inspector a general health certificate and notify him of the arrival of animals and learn when they can be loaded on the boat. See that sufficient feed is placed on board and have the inspector see that the water tanks are filled with fresh water. If the Consul has not already legalized the export and registration certificates it should be done at the port of embarkation before the boat sails. This point is very important because the animals



can not be registered in the foreign country if this has not been done.

14. As soon as the stall fixtures on the boat have been inspected and passed and the certificates are O.K.'d by the Port Inspector the animals may be loaded. Secure the bill of lading, check all papers and see that none are missing because any delay after the animals arrive at destination usually proves to be very costly and even one paper may be the cause of an expensive feed bill for two or three months while waiting for it to arrive. These papers are listed as follows:

Tuberculin test certificate	
General health	"
Registration	"
Service	"
Transfer	"
Export	"
Bill of lading	
Passports	

Approximate Cost of Shipping.

The cost of shipping live stock to the various Latin-American countries varies considerably. Ocean freight from Atlantic ports of the United States to Brazil, Uruguay and Argentina is quoted per head as follows: Cattle, \$150; horses, \$200; sheep, goats and hogs, \$50. Other charges listed below will vary with the number and value of animals, port of embarkation, cost of feed, cost of labor at ports, freight rates, unavoidable delays, and manner in which the shipment is handled. The total cost to ship live stock from the Corn Belt, via New York, to any of the three South American countries named above is approximately as follows: Cattle, \$350; horses, \$400; hogs, sheep and goats, \$225. These figures are based on a shipment containing a minimum of 50 animals. Where only two or three animals are shipped the expense is likely to be higher.

The items that go to make up the above costs include the following:

- (a) Freight in the United States from point of origin to port of embarkation.
- (b) Feed for entire trip.
- (c) Cost of bills of lading and visé of Consul.
- (d) Cost of loading and handling at port of embarkation.
- (e) Loading of feed on the boat at port of embarkation.
- (f) Hauling from stock yards to pier or lighterage from stock-yards or express office to steamship.
- (g) Construction of stalls on the boat.





- (h) Care of animals at port of embarkation such as feeding, watering, etc.
- (i) Wages and expenses of caretakers.
- (j) Insurance.
- (k) Charges at port of arrival such as unloading, etc.
- (l) Tips.
- (m) Hauling animals from docks to quarantine station.
- (n) Charges while in quarantine.
- (o) Hauling from quarantine station to sale barns.
- (p) Feed and barn rent.
- (q) Advertising.

In some instances the charges mentioned will not occur due to the men in charge furnishing their service as a part of their routine duties. The cost of feed, freight rates, insurance and attendants can be determined very easily by the exporter. The cost of stalls for cattle is approximately \$32 each and for hogs and sheep from \$5 to \$12, depending upon the size of stall required. Hauling and loading at the port of embarkation is usually eliminated if the stock is billed to the ship instead of being billed to the stock yards.

Charges Levied in South American Ports

The following items cover charges levied in most Latin-American ports. The amounts are approximate and will vary somewhat as between ports and from time to time.

A. Cattle and Horses:

Unloading, per head	\$1.00
Keep, per head per day	1.25
Entrance and crane fee (Govt. tax)	4.00
Regulation halter	.70
Custom house clearing per shipment	4.50
Brokerage, according to shipment, not under	6.00
Leading to auction yard, per head	1.00
In special bull-float	3.50

B. Sheep:

Unloading, per head	.30
Keep, per head per day	.30
Fiscal duty, per head	.02

Received of the Treasurer of the State of New York

the sum of Five Hundred Dollars

for the year 1875

in full for the year 1875

for the year 1875

for the year 1875

for the year 1875

for the year 1875

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C. Hogs:

Unloading, per head	\$1.00
Keep, per head per day	.75

The seller is charged with the cost of maintaining the stock up to the time of sale. After that it is charged to the buyer's account. Total expenses per head of a general shipment from the time the boat docks at the port of destination until the stock is sold will be approximately as follows:

Cattle, \$85 to \$95; hogs, sheep and goats, \$20 to \$25.

With this information anyone contemplating such a shipment should be able to estimate fairly accurately the cost involved. It should be kept in mind, however, that many of the Latin-American countries have special rules and regulations covering the importation of live stock which are not included in the foregoing synopsis. Furthermore, even the regulations outlined above are subject to change. It is suggested, therefore, that breeders or others contemplating shipments to foreign countries communicate with the Bureau of Markets so that they may be advised of the latest requirements and regulations.

